

REPT4D  
89/12/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

35

POST :341-CAIRO

011-OIL & GAS EQUIPMENT,SERVICES  
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PETROLEUM AND PRODUCTS

CONFIRM PROJECTS REQS FOR BALANCE OF 5 YR PLAN  
SECURE INCLUSION OF INTERESTED COYS ON BIDDERS LISTS.

CONFIRM FUNDING FROM IBRD,EGY PUB SECTOR & FOR CORPS  
IN SPITE OF UNAVAILABILITY OF CDN GOVT SPONSORED CREDITS,

PREPARATION OF A MKT REPORT  
GENERATE CDN INTEREST IN EGYPT. ESTABLISH MARKETING STRATEGY

SUPPORT ECOLE DES HAUTES ETUDES COMM.RECRUITMENT EFFORTS  
UTILIZE EGYPT PRESENCE IN MTL TO INTRODUCE THEM TO CDN

ENCOURAGE CDN COYS ON ALTA M.E.MISSION TO VISIT EGYPT  
INTRODUCE CDN COYS TO MAJOR FOREIGN & EGYPT PLAYERS. ACCELER

FOCUS CDN COYS ON VIABLE MKT PROSPECTS

COYS & TECHNOLOGY.

-ATE THE DEVELOP OF MKT LEADS IDENTIFIED BY THE EMBASSY.

MACHINERY AND EQUIPMENT

COMPLETE A DEFINITIVE ASSESSMENT OF MKT OPPORTUNITIES  
MATCH CDN SUPP WITH LOCAL REPS & SECURE INCLUSION OF CDN

ENCOURAGE PICO TO DVP CONTACTS W/CDN COYS  
PREQUALIFICATION OF CDN COYS AS POTENTIAL SUPP & POSSIBLE

GATHER INFO ON PICO BIDS BY SENTRY PIPING SYSTEMS  
SUPPORT PICO/SENTRY EFFORTS IN SECURING POSSIBLE CONTRACTS

CONT TO FLAG UPCOMING BID ROUND FOR NEW OIL/GAS CONCESSIONS  
STIMULATE CDN BIDDING EFFORTS WHICH HAVE BEEN LIMITED IN

COYS ON BIDDERS LISTS

AGENCY AGREEMENTS

TOTALLING \$6M

THE PAST

SOLICIT HQ ASSISTANCE IN GUARANTEE EGYPT PRESENCE AT NPS90  
INCREASED EGYPT EXPOSURE TO CDN PROD & EXPERTISE

SUPPORT ECOLE DES HAUTES ETUDES COMM RECRUITMENT EFFORTS  
UTILIZE EGYPT PRESENCE IN MTL TO INTRODUCE THEM TO CDN COYS

COOPERATE WITH THE S. ALTA INSTITUTE FOR TRAIN RECRUITMENT  
INCREASED CDN PROFILE IN EGYPT. POSSIBLE JV TRAIN PROGRAM

& TECHNOLOGY

IN EGYPT